



JAC Recruitment

We are recruitment specialists around the globe

Vietnam



Sales Engineer (PR/093708)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1486883

業種

機械

会社の種類

外資系企業

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2024年07月19日 16:43

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

Our client is a company specializing in screen filters, well pipes, water treatment systems, chemicals, and water industry supplies production.

JOB RESPONSIBILITIES

Sales Activities:

- Responsible for providing ongoing support to high value customers
- Develop new customers
- Make presentation slide & visit customers regularly to maintain good relationship, update projects information, competitors information, customers' feedback about NTN products & service
- Identify & receive new project information, make quotation, follow up customer feedback about quotations, competitors' information to win project. After winning project, communicate with customers & factory side to ensure delivery to customers

- Monitor PO & delivery schedule from customer to avoid line down problem
- Monitor PO & Forecast from customers to analyze fluctuation trend
- Negotiate with customers in case there is anything happen
- Develop new customers to expand sales
- Research & report about sales market trend, competitors' activities...
- Other tasks from company
- Survey market information
- Visit planning
- Collaborating with related department to understand customer requirements and provide sales support

Engineering Activities:

- Promote NTN products & technology by presentation
- Technical support & trouble shooting when necessary
- Do training about NTN products, bearing handling, bearing trouble shooting, bearing installation... to support customers, make good relationship & enhance NTN image
- Receive customers' quality claim & do investigation with Manager's instruction. Negotiate with customers in need & report customers about investigation result
- Fulfill all customers' request about technical questions, technical survey, Report
- Other tasks from company
- Technical support at customer site

スキル・資格

JOB REQUIREMENTS

- Strong education background (preferably from a reputable University) with at least a Bachelor's Degree in related fields
- Reference University Expectation:
- Must be interested in Sales activities & strong negotiation skill will be an advantage
- Good communication skill
- Good at English (writing and speaking)
- Good work ethics and capacity to learn and adapt
- Ability to doing HO/REN/SO (ホウレンソウ) activity to Manager
- Experience in Industrial Field (Mechanical/Automation) is preferred
- Ability to Think & Action
- Willing to Challenge
- Flexible thinking
- High responsibility
- Ability to creatively explain and present complex concepts in an easy way to understand

JOB BENEFITS

- Attractive Salary, Bonus & Incentive
- Insurance as Vietnam's labor law
- Work in a dynamic and friendly environment
- Opportunity to learn and improve communication skill, negotiation skill & technical skills by international standard
- Opportunity of promotion

会社説明